

BEFORE THE TENNESSEE REGULATORY AUTHORITY  
NASHVILLE, TENNESSEE

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2003 NOV -7 AM 12:05

November 6, 2003

T.R.A. DOCKET ROOM

IN RE: Implementation of the Federal ) Docket No. 0-00491  
Communications Commission's Triennial )  
Review Order-9 Month Proceeding-Switching )  
)

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**OBJECTIONS OF ITC^DELTA COM COMMUNICATIONS OF THE SOUTH  
CENTRAL STATES, INC. AND BUSINESS TELECOM, INC TO BELL SOUTH'S FIRST  
REQUEST FOR PRODUCTION OF DOCUMENTS (1-21)**

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Pursuant to the *Order On October 21, 2003 Status Conference issued October 27, 2003* ("Procedural Order"), ITC^DeltaCom Communications of the South Central States, Inc. and Business Telecom, Inc (collectively, "DeltaCom") submit the following preliminary objections to BellSouth Telecommunications, Inc.'s ("BellSouth") First Request for Production of Documents to DeltaCom.

DeltaCom files these objections to comply with the ten (10) day requirement set forth in the *Procedural Order*. These objections are preliminary in nature. Should additional grounds for objection be discovered as DeltaCom prepares its responses to any discovery, DeltaCom reserves the right to supplement these objections.

Further, at the time of the filing of these objections, the issues to be addressed in this proceeding have not yet been identified. Should additional grounds for objections develop as the TRA identifies the issues to be addressed in this proceeding, DeltaCom reserves the right to supplement these objections.

**GENERAL OBJECTIONS**

DeltaCom makes the following general objections to the Requests:

DeltaCom to the extent that they are overly broad, unduly burdensome, and/or oppressive. DeltaCom will attempt to identify specific requests to which this objection applies within the specific objections that follow.

2. DeltaCom objects to the “Definitions,” the “General Instructions,” and the individual request items to the extent they are irrelevant and not likely to lead to the discovery of admissible evidence. By way of illustration and not of limitation, DeltaCom objects to requests for documents that are unrelated to or inconsistent with the parameters and methodology for the impairment analysis that the FCC prescribed in its Triennial Review Order. DeltaCom will attempt to identify individual requests to which this general objection is applicable within the specific objections that follow.

3. DeltaCom objects to the “Definitions,” the “General Instructions,” and the request items to the extent they are vague, ambiguous, imprecise, or utilize terms that are subject to multiple interpretations but are not properly defined or explained for purposes of these Requests.

4. DeltaCom objects to the “General Instructions” and the request items of BellSouth’s First Set of Requests for Production to DeltaCom to the extent that they purport to impose discovery obligations on DeltaCom that exceed the scope of discovery allowed by the applicable Tennessee Rules of Civil Procedure.

5. DeltaCom objects to the “General Instructions” section and the individual request items of BellSouth’s First Requests for Production to DeltaCom to the extent that the “instructions” purport to seek disclosure of “each,” “every” or “all” documents, materials or information in DeltaCom’s possession. DeltaCom’s responses will provide all nonprivileged and otherwise discoverable information obtained by DeltaCom after a reasonable and diligent search conducted in connection with the Requests. Such search will include a review of only those files that are reasonably expected to contain the requested documents and/or information. To the

extent that "instructions" or individual requests require more, DeltaCom objects on the grounds that compliance would be unduly burdensome, expensive, oppressive, or excessively time consuming, and unnecessary to accomplish BellSouth's legitimate discovery needs.

6. DeltaCom objects to BellSouth's First Requests for Production to the extent that the requests seeks discovery of materials and/or information protected by attorney/client privilege, the work product doctrine, the accountant/client privilege, or any other applicable privilege.

7. DeltaCom objects to BellSouth's First Set of Requests for Production to the extent that the requests would require disclosure of trade secrets and/or confidential and proprietary information that either should not be disclosed at all or should be disclosed only subject to the terms of a mutually acceptable confidentiality agreement and the orders and rules of the TRA governing confidentiality.

8. DeltaCom objects to all requests which would require the production of materials and/or information which is already in BellSouth's possession or is in the public record before the TRA. To duplicate information that BellSouth already has or is readily available to BellSouth would be unduly burdensome and oppressive.

9. DeltaCom objects to BellSouth's First Request for Production to the extent BellSouth seeks to impose an obligation on DeltaCom to respond on behalf of subsidiaries and/or former officers, employees, agents, and directors on the grounds that such requests for production are overly broad, unduly burdensome, oppressive, and not permitted by applicable discovery rules.

### **SPECIFIC OBJECTIONS TO REQUESTS**

DeltaCom hereby incorporates by reference the above general objections. In addition, to the extent possible given the expedited time frame for preliminary objections, DeltaCom will identify specific requests that are subject to objection. DeltaCom reserves the right to add to or enlarge upon these objections when it files its responses.

**REQUEST NO. 1:** Produce all documents identified in response to BellSouth's First Set of Interrogatories.

**OBJECTION:** As stated in the above General Objections, DeltaCom objects to the request for "all documents" on the grounds that such request would be overbroad and unduly burdensome. DeltaCom also objects to the extent Request No. 1 seeks confidential and proprietary business information. DeltaCom incorporates by reference its Objections to the First Set of Interrogatories.

**REQUEST NO. 2:** Produce every business case in your possession, custody or control that evaluates, discusses, analyzes or otherwise refers or related to the offering of a qualifying service in the State of Tennessee.

**OBJECTION:** DeltaCom objects to Request No. 2 on the grounds that it seeks documents that are irrelevant to the issues in this case and are not reasonably calculated to lead to the discovery of admissible evidence, given the FCC's determination in the Triennial Review Order that the state commissions' impairment analyses are not to be based on individual carriers' business models. DeltaCom also objects on the grounds the request seeks the disclosure of confidential and proprietary business information. DeltaCom objects to the request for "every" document for the reasons stated in General Objections.

**REQUEST NO. 3:** Produce all documents referring or relating to the average monthly revenues you receive from end users customers in Tennessee to whom you only provide qualifying service.

**OBJECTION:** DeltaCom objects to the request on the grounds it seeks documents that, because they relate to aspects of DeltaCom' individual business model, are irrelevant, and not reasonably calculated to lead to the discovery of admissible evidence. DeltaCom also objects to the request for "all documents" on the grounds that such request would be overbroad and unduly burdensome. DeltaCom objects on the grounds that the request seeks confidential and proprietary business information

**REQUEST NO. 4:** Produce all documents referring or relating to the average number of access lines you produce to end user customers in Tennessee to whom you only provide qualifying service.

**OBJECTION:** DeltaCom objects to the request for "all documents" on the grounds that such request would be overbroad and unduly burdensome. DeltaCom also objects on the grounds that the request seeks confidential and proprietary business information.

**REQUEST NO. 8:** Produce all documents referring or relating to the classifications used by DeltaCom Corporation to offer service to end user customer Tennessee (e.g., residential customers, small business customers, mass market customers, enterprise customers, or whatever type of classification that you use to classify your customers).

**OBJECTION:** DeltaCom objects to the request for "all documents" on the grounds that the request is overbroad and unduly burdensome. DeltaCom will make reasonable efforts to provide documents that establish and describe the classifications used by DeltaCom.

**REQUEST NO. 9:** Produce all documents referring or relating to the average acquisition cost for each class or type of end user customer served by DeltaCom, as requested in BellSouth's First Set of Interrogatories, No. 34.

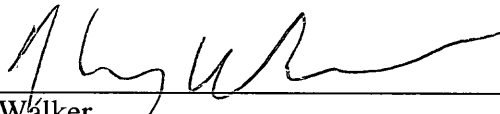
**OBJECTION:** DeltaCom hereby incorporates its objections to Interrogatory No. 34. DeltaCom objects on the grounds the request seeks documents that are irrelevant to the issues in this case and is not reasonably calculated to lead to the discovery of admissible evidence, inasmuch as the FCC has ruled in the Triennial Review Order that the impairment analysis is not to be based on individual carriers' business models. In addition, DeltaCom objects to Request No. 9 on the grounds that the request seeks confidential and proprietary business information. DeltaCom also objects to the request for "all documents" as overbroad and unduly burdensome.

**REQUEST NO. 10:** Produce all documents referring or relating to the typical churn for each class or type of end user customer served by DeltaCom , as requested in BellSouth's First Set of Interrogatories, No. 35.

**OBJECTION:** DeltaCom hereby incorporates its objections to Interrogatory No. 35. DeltaCom objects on the grounds the request seeks documents that, because they relate to aspects of DeltaCom' individual business model, are inconsistent with the analysis prescribed in the Triennial Review Order, are irrelevant to the analysis the TRA will conduct in this case, and not reasonably calculated to lead to the discovery of admissible evidence. In addition, DeltaCom objects to Request No. 10 on the grounds that the request seeks confidential and proprietary business information. DeltaCom also objects to the request for "all documents" as overbroad and unduly burdensome.

Respectfully submitted,

BOULT, CUMMINGS, CONNERS & BERRY, PLC

By:   
Henry Walker  
414 Union Street, Suite 1600  
P.O. Box 198062  
Nashville, Tennessee 37219  
(615) 252-2363

### CERTIFICATE OF SERVICE

I hereby certify that on November 6, 2003, a copy of the foregoing document was serviced on the parties of record, via US mail:

Guy Hicks, Esq.  
BellSouth Telecommunications, Inc.  
333 Commerce St., Suite 2101  
Nashville, TN 37201

Ms. Carol Kuhnow  
Qwest Communications, Inc.  
4250 N. Fairfax Dr.  
Arlington, VA 33303

Charles B. Welch, Esq.  
Farris, Mathews, et. al.  
618 Church St., #300  
Nashville, TN 37219

Jon E. Hastings  
Boult Cummings Conners Berry, PLC  
P. O. Box 198062  
Nashville, TN 37219-8062

Timothy Phillips, Esq.  
Office of Tennessee Attorney General  
P. O. Box 20207  
Nashville, TN 37202

Dale Grimes  
Bass, Berry & Sims  
315 Deaderick St., #2700  
Nashville, TN 37238-3001

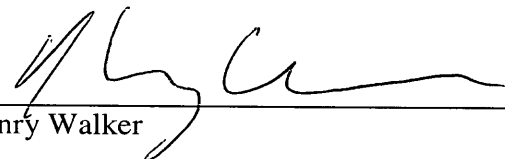
H. LaDon Baltimore, Esq.  
Farrar & Bates  
211 Seventh Ave., N. #320  
Nashville, TN 37219-1823

Mark W. Smith, Esq.  
Strang, Fletcher, et. al.  
One Union Square, #400  
Chattanooga, TN 37402

James Wright, Esq.  
United Telephone – Southeast  
14111 Capital Blvd.  
Wake Forest, NC 27587

Nanette S. Edwards, Esq.  
ITC^DeltaCom  
4092 South Memorial Parkway  
Huntsville, AL 35802

Martha M. Ross-Bain, Esq. HW 100071-030  
AT&T Communications of the South Central  
States, LLC  
1200 Peachtree Street, Suite 8062  
Atlanta, GA 30309

  
Henry Walker